NATURA AEROPACK CORPORATION

Protect & Perfect:
Heat-Proof Solutions for Healthy Hair

Natural Solutions for Summer Hair Care

Natural · 100% COCONUT · MILD & GENTLE · CRUELTY FREE · ECO FRIENDLY · SUSTAINABLE · COCONUT DERIVED

MARKETING TRENDS

01

Skinification is not a fad, but a trend

02

Personalization and Premiumisation

03

Hair Care and Scalp Care are now hand in hand

04

Embracing other hair variants in SEA

05

Climate change is affecting the beauty industry

SCALP CARE

1. Recognition of the scalp as a separate target area

2. Reducing scalp irritation, itchiness, and dryness

3. Sun protection for the hair and scalp is trending

MINTEL

SCALP CARE

Benchmark

HAIR PORTFOLIO

Surfactants

Sufrasoft HS

Actives

NatPro 8000

NatPro AD

Neosoft SD

Neosoft CD

Neosoft CQ90

Emollients

Glyzer CT200

Glyzer CE200

Glyzer CE300

Sufrasoft HS

Low pH Surfactant / Foam Booster

UPGRADE YOUR FORMULATIONS WITH HYDROXYSULTAINES

Higher Actives
(~45% Active vs 30% Active Betaine)

Better Viscosity Profile
Achieve higher viscosities at lower dosage

Coconut Feedstock

Improved Foaming
Whiter and denser foam

California Prop 65 Compliant

SUFRASOFT HS

SUFRASOFT VARIANT	SUFRASOFT HS100	SUFRASOFT HS200	SUFRASOFT HS600
INCI Name	Cocamidopropyl Hydroxysultaine	Lauramidopropyl Hydroxysultaine	Lauryl Hydroxysultaine
Structure	R = C6 to C18	R = C12	R = C12
Percent Active	41 – 43%	42 – 45%	42 - 45%
Percent Solids	48 - 51%	47 - 50%	48 - 51%

SUFRASOFT HS Next Generation Amphoterics

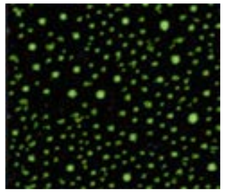
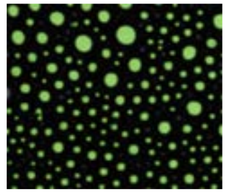
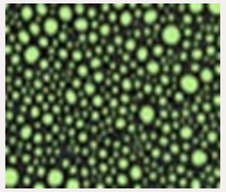
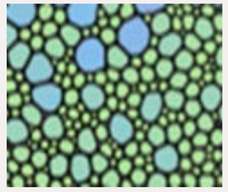
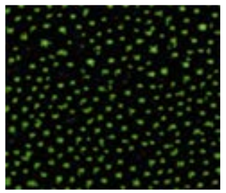
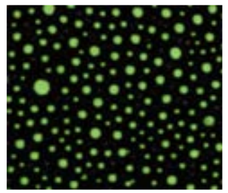
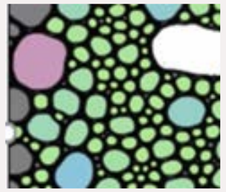
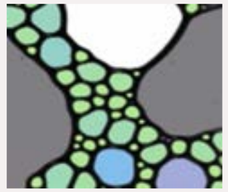
PROS

SULTAINES

- Less Regulatory Constraints
- Better Foaming
- Better Skin Feel
- Better Viscosity Building

BETAINES

- Lower Cost
- Widely available

Surfactant	Initial Foam Density, count/mm2	After 300 s Density, count/mm2	Foam Decay,%
Sufrasoft HS100			3.6
Sufrasoft HS200			1.6
Sufrasoft HS600			14.1
Cocamidopropyl Betaine			7.9

Creamy Foam

Non Creamy Foam

WHAT IS CALIFORNIA PROP 65 COMPLIANT?

California Proposition 65, formally the Safe Drinking Water and Toxic Enforcement Act of 1986, is a state law designed to achieve this by requiring businesses to provide "clear and reasonable" warnings about significant exposures to these listed chemicals, which number in the hundreds and are regularly updated by the state. Additionally, Proposition 65 prohibits businesses from knowingly discharging significant amounts of these chemicals into sources of drinking water. Essentially, it's a "right to know" law that empowers consumers to make informed decisions about potential chemical exposures in their daily lives, whether from products they purchase, their workplaces, or the general environment.

SUFRASOFT HS: CALIFORNIA PROP 65 COMPLIANT

SAFE, NATURAL AND SUSTAINABLE

1. Clean ingredients that meet global standards
2. Rigorously tested through clinical studies and third-party dermatologists
3. Ensuring effectiveness and consumer safety

CDEA RESTRICTIONS

CDEA can form nitrosamines, which are known carcinogens in animal studies and are suspected human carcinogens.

BETAINE RESTRICTIONS

Cocamidopropyl betaine could have trace amounts of dichloroacetic acid (DCA), a substance recognized as a carcinogen.

WHAT WE OFFER?

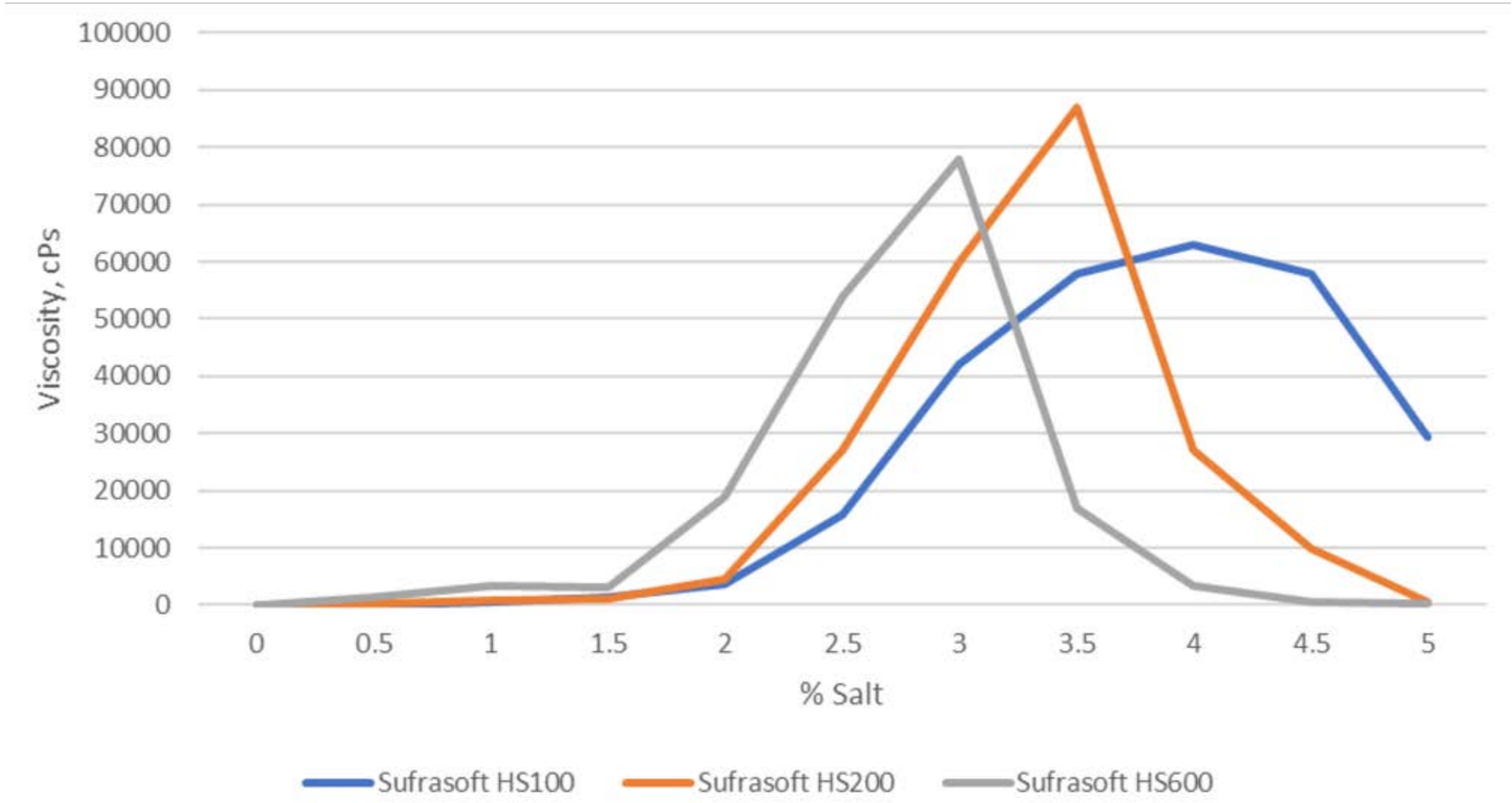
COCAMIDE MIPA

Cocomide MIPA are excellent foam boosters which are least likely to form nitrosamines.

HYDROXY-SULTAINE

Hydroxysultaines are versatile amphoteric surfactants that work in a wide pH range and can substitute for betaines.

SALT CURVE OF HYDROXYSULTAINES



This is tested in a ternary surfactant system with 11% SLES, 10% of the sultaines (with 17% CAPB), and 2% cocamide MEA

SURFACTANTS IDEAL FOR HAIR

Amphoteric surfactants are milder and less irritating; they are perfect for daily shampoo and cleansing products.

Sufrasoft HS has fewer regulatory restrictions due to the absence of DCA and has higher performance than the standard betaine.

SAMPLE FORMULATIONS

Clear Natural Shampoo

PHC-PF-25-030

Key Ingredient

Sufrasoft HS100

NatPro 8000

Conditioning Hair Wash

PHC-PF-24-167

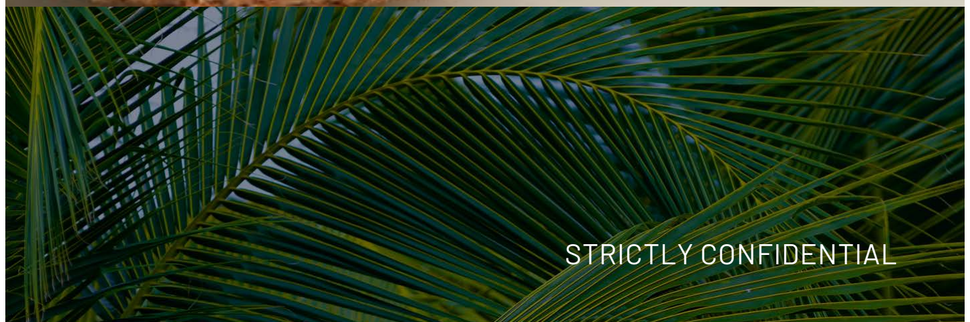
Key Ingredient

Sufrasoft HS100, NatPro 8000,
Neosoft CD, Glyzer CT200,
Natpro 8000

Actives and Functional Ingredients for Hair

Coconut-based Functional and Active Ingredients for Hair

- Natpro8000
- Natpro AD
- Neosoft



NatPro 8000

Broad-spectrum preservative & refatting agent

Glyceryl Caprylate
Glyceryl Caprate
Glyceryl Laurate

NatPro 8000 is a broad-spectrum **natural preservative**. It is a multi-functional natural preservative booster in the formulation of cosmetic products since it functions also as a **co-emulsifier and refatting active.** This product is a natural solution to boost the efficacy of regulated preservatives such as isothiozolines, benzyl benzoate, hydantoins, and phenoxyethanols, at lower dosages.

Features & Benefits

- **Natural preservative**
- **Natural co-emulsifier & superfatting active**
- **Efficacy at pH range from 4.0 – 9.0**
- **Light color and low odor**

THIRD PARTY LABORATORY TEST RESULT

Determination of Minimum Inhibition Concentration

Concentration	Bacillus sp. from cosmetics		S. aureus		E. coli		K. pneumoniea		E. aerogenes		C. albicans	
2.00%	-	-	-	-	-	-	-	-	-	-	-	-
1.50%	-	-	-	-	-	-	-	-	-	-	-	-
1.00%	-	-	-	-	-	-	-	-	-	-	-	-
0.70%	-	-	-	-	-	-	-	-	-	-	-	-
0.50%	-	-	-	-	-	-	-	-	-	-	-	-
0.00%	+	+	+	+	+	+	+	+	+	+	+	+

Table I. Minimum inhibitory concentration of NatPro 8000 against 6 most common microbes in that cause cosmetic formulation spoilage. Tube dilution method was used in the study; where duplicate 3-mL test tubes containing appropriate microbial nutrition and varying concentrations of NatPro 8000 were added with microbial inoculum and incubated for 24 hours at 35OC. Culture broth from each test tube was streaked on microbe nutrient plates and incubated at 35OC and room temperature. Growth observation was done after 24 hours. The test was conducted by the University of the Philippines - Natural Science Research Institute Microbiological Research and Service Laboratory.

NATPRO 8000 PRESERVATIVE CHALLENGE TEST

Sample Body Wash Formulation

PHASE	INGREDIENT	%
A1	RO water	69.10
A2	EDTA	0.10
A3	Coco Glucoside	7.00
A4	Cocamidopropyl Betaine	15.00
A5	Cocamide MEA	3.00
A6	Refined Glycerine	5.00
A7	Natpro 8000	0.50
A8	Fragrance	0.30

Following the MIC, NatPro 8000 successfully reduced the number of microbes and the reduced it to less than 10 CFU/g.

Test Method: PCPC-M3

TEST ORGANISM	INITIAL COUNT (CFU/mL)	VIABLE PALTE COUNT (CFU/g)				
		DAY 0	DAY 7	DAY 14	DAY 21	DAY 28
Aspergillus brasiliensis	3.20×10^4	4.75×10^4	<10	<10	<10	<10
Candida albicans	9.85×10^4	4.35×10^4	<10	<10	<10	<10
Escherichia coli	6.80×10^6	<10	<10	<10	<10	<10
Pseudomonas aeruginosa	1.79×10^6	<10	<10	<10	<10	<10
Staphylococcus aureus	2.50×10^6	2.37×10^5	<10	<10	<10	<10

NATPRO 8000

Challenge Test

Body Butter Formulation ; PCPC-M3 (via Third Party Testing)

Phase	Ingredient	Percentage
A1	RO Water	64.05
A2	Methlglycine diacetic acid	0.10
B1	Glycerin	2.00
B2	Xanthan Gum	0.05
C1	Coconut Butter	8.00
C2	Shea Butter	5.00
C3	Caprylic/Capric Triglycerides	2.00
C4	DM100	5.00
C5	Beeswax	1.00
C6	Cetearyl alcohol	5.00
C7	Glyceryl Stearate	6.00
D1	D-panthenol	0.50
D2	Fragrance	0.30
D3	NatPro 8000	1.00

Test Organism	Initial Count (CFU/mL)	Viable Plate Count (CFU/g)				
		Day0	Day7	Day14	Day21	Day28
Aspergillus brasiliensis	3.65×10^4	3.70×10^4	$<2.50 \times 10^3$	$<2.50 \times 10^3$	$<2.50 \times 10^3$	$<2.50 \times 10^3$
Candida albicans	1.55×10^4	7.05×10^4	<10	<10	<10	<10
Escherichia coli	1.78×10^6	2.60×10^6	<10	<10	<10	<10
Pseudomonas aeruginosa	1.03×10^7	1.26×10^5	<10	<10	<10	<10
Staphylococcus aureus	2.98×10^6	1.26×10^5	<10	<10	<10	<10

NatPro 8000

Preservative Comparison

Preservative	EU Listing	Solubility	COSMOS Approved	pH Range	Dosage	Price	Notes
NatPro 8000	No	Soluble in oil	Approved	4 - 9	< 1.5		Broad spectrum. Can be used for both rinse-off and leave-on.
Caprylyl Glycol	Yes	Slightly soluble in water, soluble in alcohols and oils	Approved	4 - 7	0.5 - 1.5	$20 - 50	More effective against yeasts and molds. Combined usually with strong gram positive and gram negative preservative.
Anisic Acid	Yes	Slightly soluble in waterSoluble in alcohols and oils	Approved	4 - 6	0.1 - 0.5	$10 - 20	Moderately effective. Slight characteristic odor. In combination with levulinic acid.
Levulinic Acid	Yes	Slightly soluble in waterSoluble in alcohols	Approved (if sourced from plant-based sugars)	3 - 5	0.5 - 2.0	$5 - 10	Moderately effective. Slight characteristic odor and slight caramel color. In combination with anisic acid.
Phenoxyethanol	Yes	Slightly soluble in waterSoluble in alcohols	No	3 - 7	0.5 - 1.0	$5 - 10	Broad-spectrum. Popular synthetic preservative.
Methyl paraben	Yes	Slightly soluble in waterSoluble in alcohols	No	4 - 8	< 0.4	$5 - 10	Effective against molds and yeasts. Usually used with Ethyl paraben.
Ethyl paraben	Yes	Slightly soluble in waterSoluble in alcohols	No	4 - 8	< 0.4	$5 - 10	Usually used with Methyl paraben. Strong against molds and yeasts.
Capryl hydroxamic acid	Yes	Slightly soluble in waterSoluble in oils	Approved	4 - 6	0.1 - 0.3	$30 - 50	Primarily a chelator, usually used in combination with other preservatives. Not a standalone preservative.
Potassium Sorbate	Yes	Slightly soluble in water	No	3 - 8	< 0.5	$10 - 20	Effective against molds and yeasts.
DMDM Hydantoin	Yes	Soluble in water	No	3 - 8	< 0.5	$5 - 10	Formaldehyde releaser.

NATURA AEROPACK CORPORATION

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CHEMREZ TECHNOLOGIES

NatPro AD

Antidandruff Active

NatPro AD

ANTIDANDRUFF ACTIVE

Cocamidopropyltrimonium Methosulfate (AND)
Undecylenamidopropyltrimonium Methosulfate

NatPro AD is a 50% active of cocamidopropyltrimonium methosulfate and undecylenamidopropyltrimonium methosulfate that are effective against bacteria and fungi. It is used as an alternative or a partial replacement to both zinc pyrithione and piroctone olamine

Features & Benefits

- **Natural active**
- **Water Soluble**
- **Compatible with anionic surfactants**
- **Light color and low odor**

NatPro AD

TECHNICAL SPECIFICATION

Properties	Specifications
Appearance @ 25 ℃	Clear liquid
Color	Yellow to amber
Active, %	50-53
Free Amine, %	0.5 max.

NatPro AD

ANTIMICROBIAL RESULTS

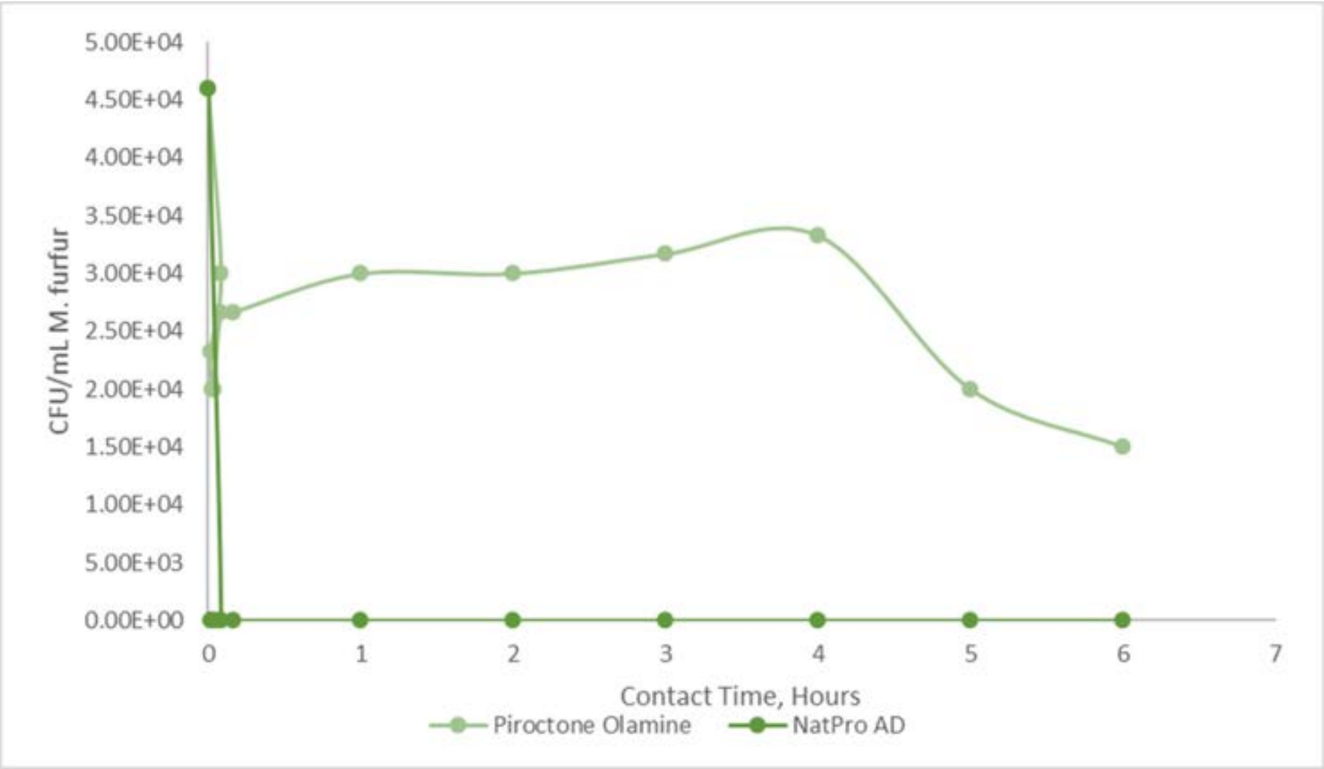
We tested the Minimum Bacteriocidal Concentration and the Minimum Fungicidal Concentration. The main cause of fungal dandruff is the *Malasezzia furfur*, which primarily feeds on excess sebum and other deposits in the scalp. At 4,500 ppm max NatPro AD displayed effective results that successfully killed M. furfur. NatPro AD also showed evident activity against other microbial agents, enabling the formulator to use less preservatives in their formulation.

MICROBE	MBC/MFC, ppm (based on mass)
Bacillus sp. from cosmetics	300
S. aureus	650
E. coli	275
K. pneumoniea	750
E. aerogenes	174
C. albicans	673
M. furfur	975-4500
P. aeruginosa	950

NatPro AD

VERSUS PIROCTONE OLAMINE

In a third party testing, we compared the efficacy of piroctone olamine and NatPro AD for fungistatic activity. The log reduction of NatPro AD is very fast and effective, bringing down the number of CFU in the sample to almost zero. Piroctone olamine has similar effect in log reduction and has a noticeable reduction at the fifth hour of testing. NatPro AD is very effective against M. furfur.



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Neosoft CQ90

CTAC/BTAC Replacement Natural Hair Conditioner

Neosoft CQ90

HAIR CONDITIONER ACTIVE

DICOCOYLETHYL HYDROXYETHYLAMMONIUM METHOSULFATE, COCOGLYCERIDES, BUTYLENE GLYCOL

Neosoft CQ90 is a biodegradable, sustainable **hair and skin softener** that **manages hair without build-up**. It's a more environmentally friendly alternative to traditional softeners like CTAC and BTAC.

Features & Benefits

- **Coconut-based**
- **Cold-dispersible in water**
- **Does not build-up on hair**
- **Makes hair soft, silky, and tangle-free**
- **95% Active**

NEOSOFT CQ90 | Application and Recommended Dosage

Hair Conditioner
0.5 - 2.0% w/w

Hair Mask
0.5 - 2.0% w/w

Regulatory Listings

Australia (AICS)
Canada (DSL)
China (IECSC)
Japan (ENCS)
South Korea (KECI)
New Zealand (NZIoC)
Taiwan (NECI)

Notable Replacements and Competing Brand/s:
Replaces Cetrimonium Chloride, Behentrimonium Chloride and Stearamidopropyl Dimethylamine as primary hair conditioning actives. Recommended to use with other conditioning actives for best performance.

Neosoft CQ90

Properties	Neosoft CQ90	Neosoft CD	Neosoft SD
Appearance @ 25 ℃	Liquid	Liquid	Liquid
% Active	95%	90%	20%-25%
Biodegradability	Readily Biodegradable		
Water Solubility	Dispersible	Soluble	
Regulatory Constraints	None		
Ionic Charge	Cationic	Low pH (4.5 and below): Cationic Neutral to High pH (>4.5): Free Amine	
Environmental Toxicity	Not expected to be toxic to the environment		
Foaming Ability	No foam	Slight Foam	Slight Foam

Neosoft CQ90

	Chemistry	Target pH	Max Dosage	Solubility	Shampoo	Conditioner	Rinse-off Hair Products	Leave-on
Neosoft SD 1	Amidoamine	3.0 – 4.5	10.0%	Water soluble	✓ Clear/ Opaque	✓	✓	✓
Neosoft CD 1	Amidoamine	3.0 – 4.5	10.0%	Water soluble	✓ Clear/ Opaque	✓	✓	✓
Neosoft CQ90 3	Esterquat	3.0 – 4.5	5.0%	Water dispersible	✓ Opaque	✓	✓	⊘

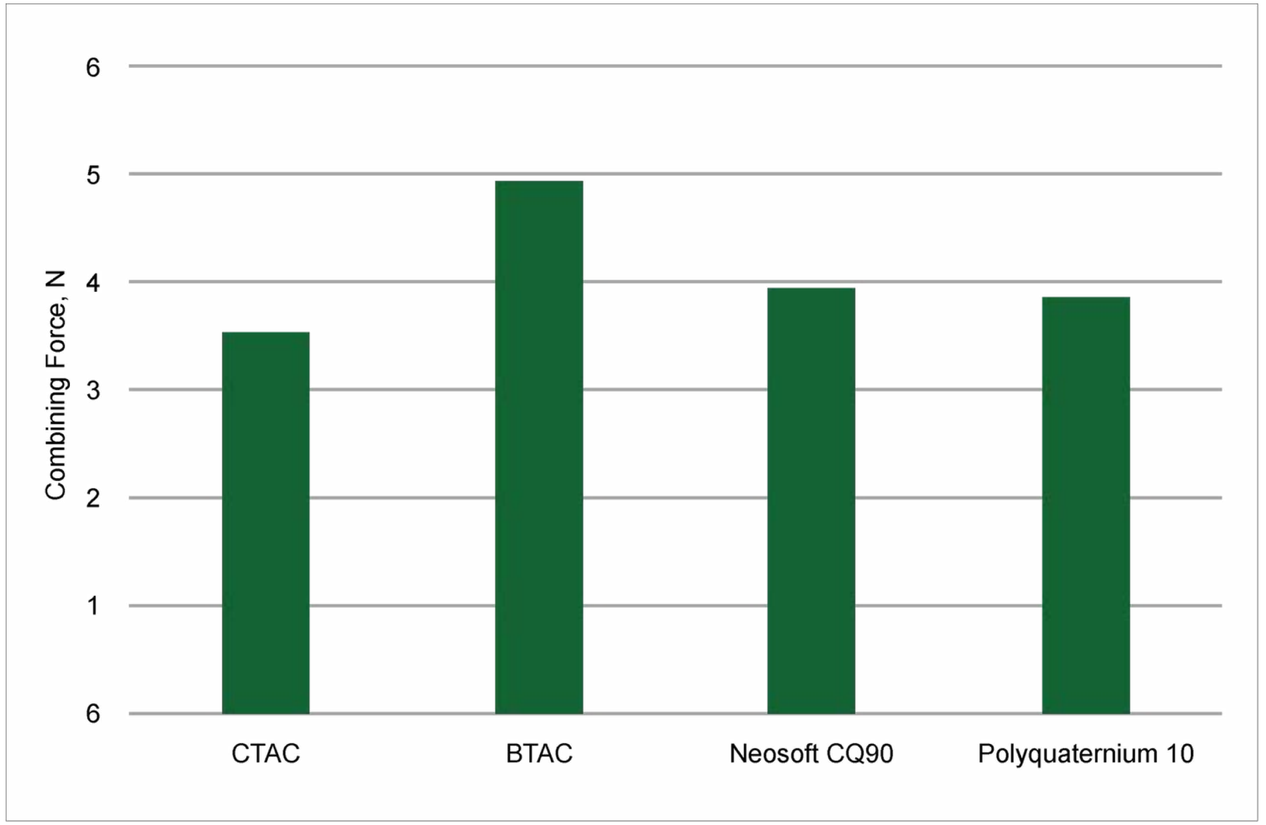
Procedure

1. Add Water to a clean container, start mixing.
2. Add EDTA, mix until fully dissolved.
3. In a separate container, mix Guar Hydroxypropyltrimonium Chloride and Glysoft RG. Slowly add into bulk. Mix until homogenous, heat up to 75°C-80°C.
4. Add Neosoft CQ90 and NatPro AD, mix after each addition until homogenous.
5. In a separate container, load Glyzer CB100, Glyzer CT100, Cetyl Alcohol and Glyzer CE300. Heat up to 70-80°C until fully melted. Slowly add to Phase A while mixing until emulsified, mix for 10 minutes, and cool down to 40°C.
6. At 40°C, add Panthenol, Nat Pro 8000, Fragrance, and Lactococcus Ferment Lysate. Continue mixing until completely homogeneous.
7. Add Hydroxypropyl Starch Phosphate, mix until fully dispersed. Homogenize for 2 minutes until uniform. Fill in the desired container.

Order	Ingredient	INCI Name	Function	%
A1	Water	Aqua	Diluent	q.s to100
A2	EDTA	Tetrasodium EDTA	Chelating Agent	0.10
A3	Guar Hydroxypropytrimonium Chloride	Guar Hydroxypropyltrimonium Chloride	Conditioning Agent	0.20
A4	Glysoft RG	Glycerin	Humectant	2.00
A5	**Neosoft CQ90**	Dicocoylethyl hydroxyethylammonium methosulfate, Cocoglycerides, Butylene glycol	Conditioning Agent	0.5%
A6	NatPro AD	Cocamidopropyltrimonium methosulfate, Undecylenamidopropyltrimonium methosulfate	Anti-dandruff active	3.00
B1	Glyzer CB100	Cocos nucifera (Coconut) Seed Butter	Emollient	5.00
B2	Glyzer CT100	Caprylic/Capric Triglyceride	Emollient	3.00
B3	Cetyl Alcohol	Cetyl Alcohol	Opacifier	5.00
B4	Glyzer CE300	Coco caprylate/caprate	Emollient	6.00
C1	Panthenol	Panthenol	Humectant	3.00
C2	NatPro 8000	Glyceryl Caprylate (and) Glyceryl Caprate (and) Glyceryl Laurate	Preservative	0.50
C3	Fragrance		Aesthetic	1.00
C4	Lactococcus Ferment Lysate	Lactococcus Ferment Lysate	Skin Barrier Enhancement Active	1.00
C5	Hydroxypropyl Starch Phosphate	Hydroxypropyl Starch Phosphate	Rheology Modifier	3.00

Neosoft CQ90

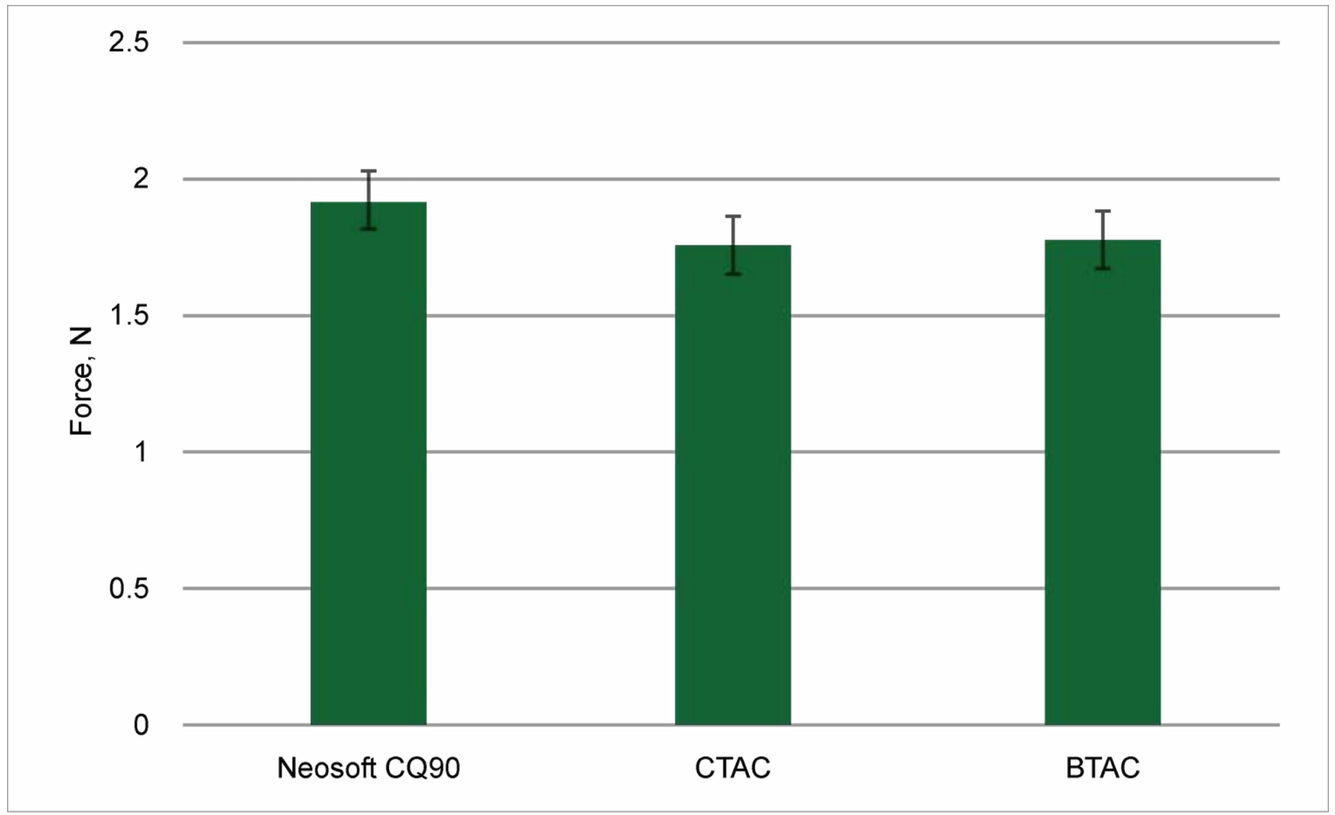
Combing Force



The combing force performance of was tested in hair tresses using standard laboratory spring force balance.
The performance of Neosoft CQ90 matches that of CTAC, Polyquaternium-10, and is better than BTAC

Neosoft CQ90

Single Strand Test



The single stand tensile strength test was tested using the same hair tresses with a laboratory spring force balance. Neosoft CQ90 was able to fortify the hair strands better than that of CTAC and BTAC after the continuous application within 7 days.

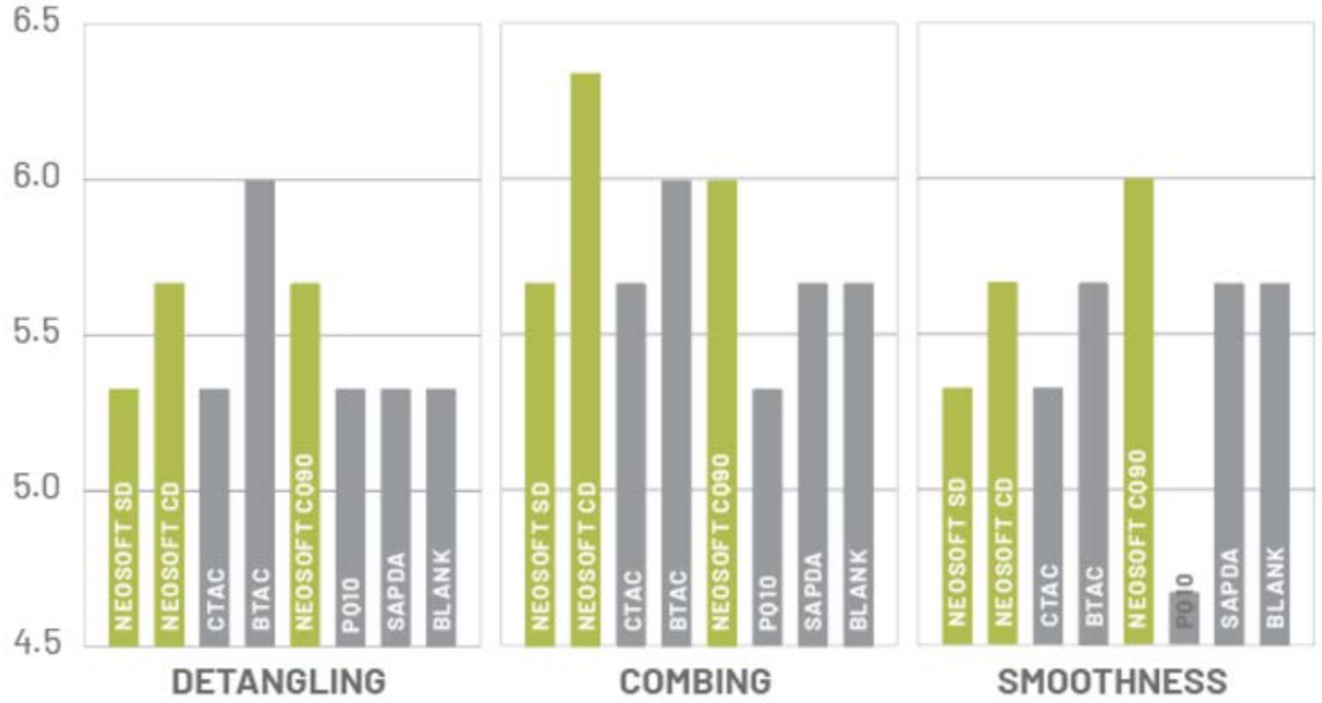
Neosoft CQ90 Formulation Tips

- Neosoft CQ90 is cationic. Include in formulations with no anionic ingredients.
  Some anionic surfactants: SLES, ALS, Sodium Lauryl Sarcosinate, LABSA, Potassium Cocoate
  Some anionic emulsifiers: Potassium, Sodium, and Ammonium Salt of Lauric and Oleic Acid

- Clarity of Neosoft CQ90 at different dosages. Neosoft CQ90 is dispersible in water. Formulators need to utilize solubilizers, hydrotropes or emulsifiers for stability and homogeniety.
- Keep pH 3.5 ~ 4.5
- Avoid adding anionic ingredients.
- Advisable to use fatty alcohols in the formulation due to overall compatibility with cationics.
- Can add with other conditioning agents.

Neosoft CQ90

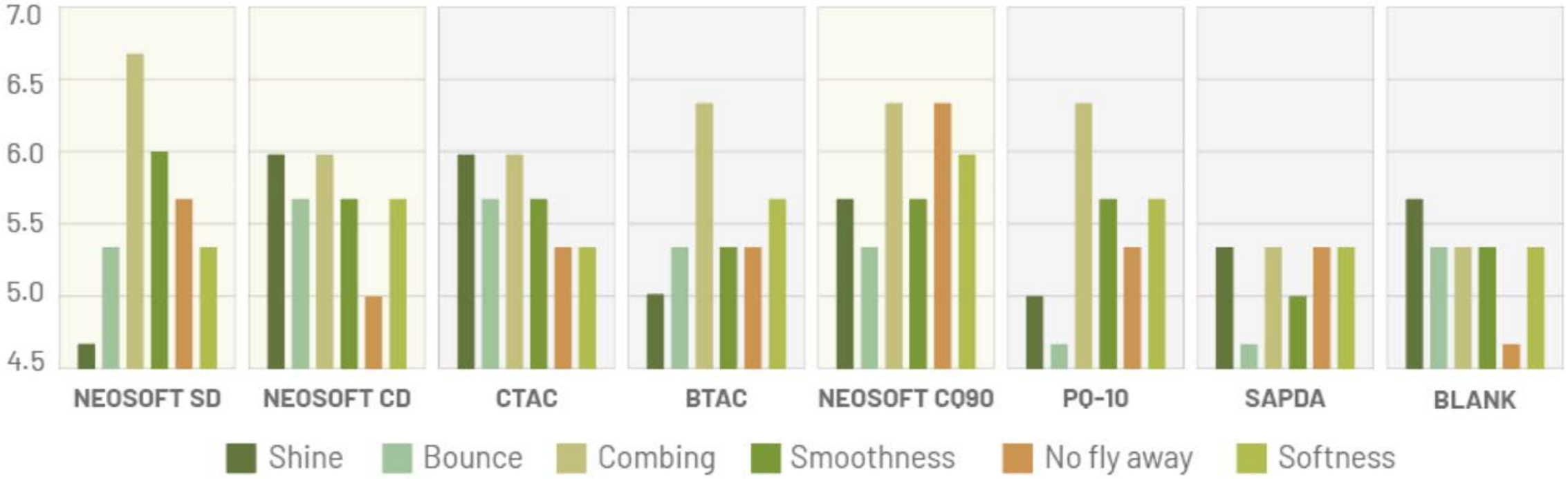
Dry Hair Properties



We incorporated different hair conditioning actives into a hair conditioner formulation and evaluated their sensory properties on wet and dry hair. Data shows that there are some parameters where Neosoft is effective while there are some where it has poor performance.

Neosoft CQ90

Wet Hair Properties



Sample Formulations

Hair Conditioner

PHC-PF-20-074

Glyzer CT200, Neosoft CD

Antidandruff Conditioning Wash

PHC-PF-24-069

NatPro AD, Neosoft CD, Glyzer CT200, Glyzer CB100, Sufrasoft HS100

Leave in Hair Conditioning Mist

PHC-PF-24-169

Neosoft SD, Glysoft RG, Emulsier GMS 100, Glyzer CT100, Glyzer CT200

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Glyzer

Natural Coconut-based Emollients

Glyzer CT

Coconut Triglycerides Emollients

	INCI Name / CAS Number	ISO 16128-1 / RCI	Certifications and EWG Rating	Color APHA	S.G.
Glyzer CT100	Caprylic/Capric Triglyceride 73398-61-5	100, 1	HALAL, U, ECOCERT RAW MATERIAL COSMOS APPROVED, 1	50 max	0.93 - 0.96
Glyzer CT200	Caprylic/Capric/Lauric Triglyceride 68991-68-4	100, 1	HALAL, U, ECOCERT RAW MATERIAL COSMOS APPROVED, 1	50 max	0.93 - 0.96
Glyzer CT500	Cocoglycerides 68606-18-8	100, 1	HALAL, U, ECOCERT RAW MATERIAL COSMOS APPROVED, 1	50 max	0.93 - 0.96
Glyzer CT600	Tricaprylin 538-23-8	100, 1	HALAL, U, ECOCERT RAW MATERIAL COSMOS APPROVED, 1	50 max	0.93 - 0.96

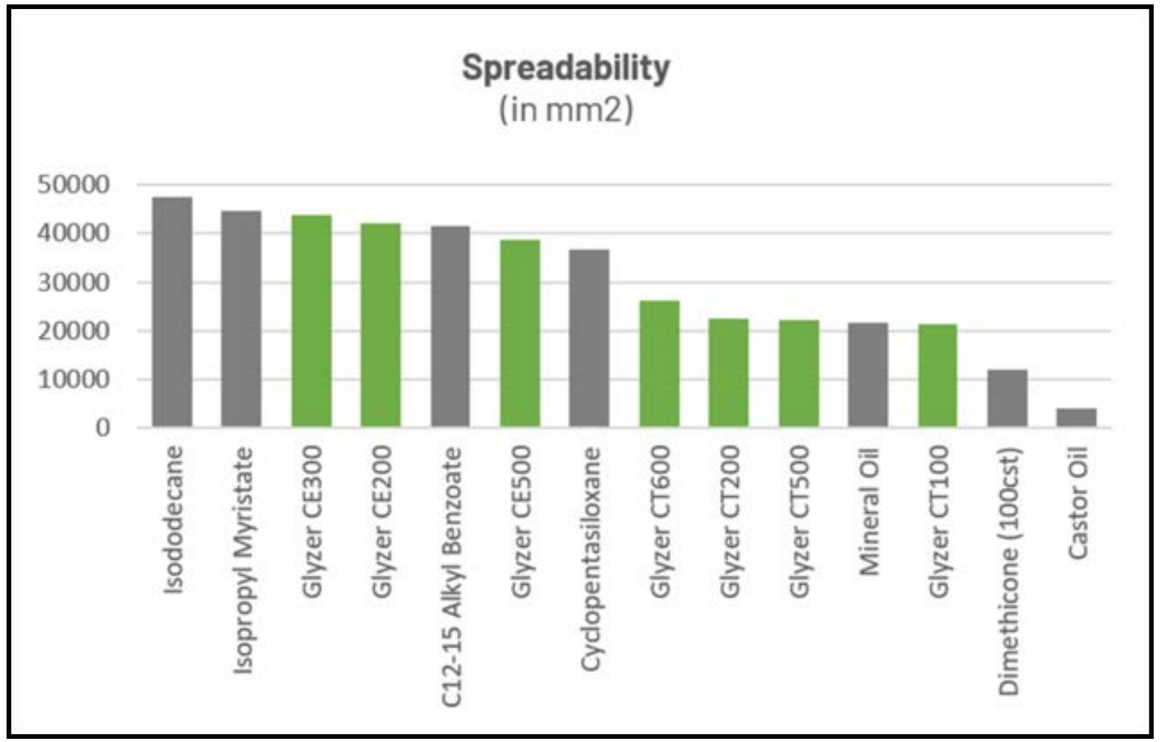
Glyzer CT are different grades of coconut-derived vegetable triglycerides for that characteristic oily skin feel. Highly effective as emollients, moisture barriers, and medium-spreading performance in your formulations. They are palm-free and all-natural.

Glyzer CE

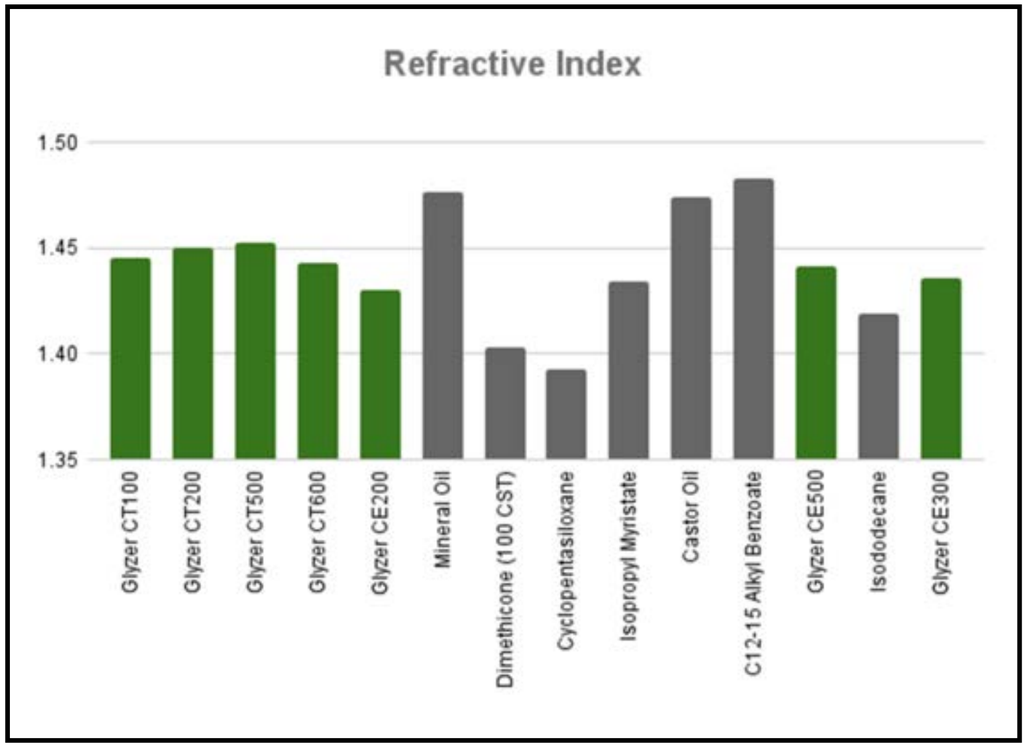
Fast-spreading Emollient

	INCI Name / CAS Number	ISO 16128-1 / RCI	Certifications and EWG Rating	Color APHA	S.G.
Glyzer CE200	Isoamyl Laurate 6309-51-9	100, 1		100 max	0.85 - 0.95
Glyzer CE300	Coco Caprylate / Caprate 95912-86-0	100, 1		50 max	0.83 - 0.88
Glyzer CE500	Butylene Glycol Dicaprylate/ Dicaprate 4196-74-1	100, 1		50 max	0.83 - 0.88

Glyzer Series Evaluations



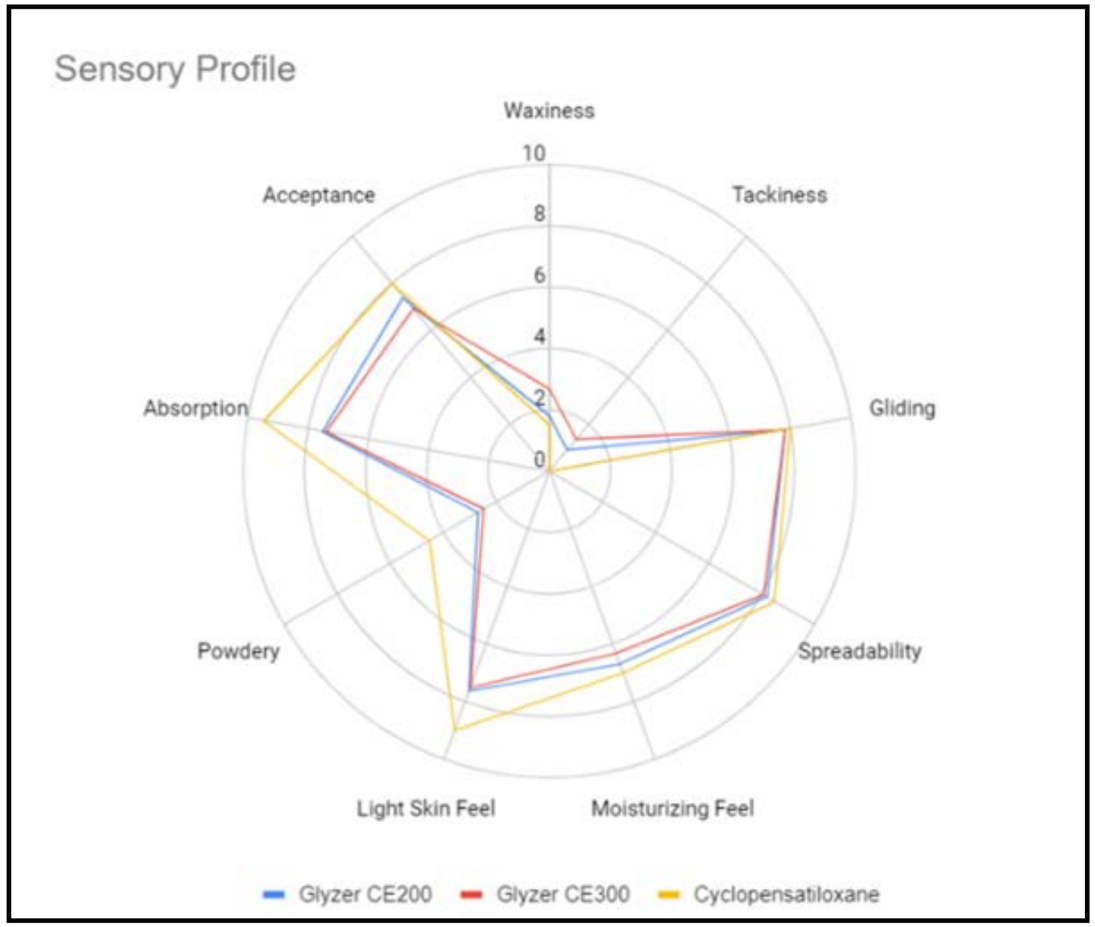
Spreadability comparison of Glyzer emollients against other cosmetic emollients.



Emollient refractive index. Higher refractive index means higher gloss on the surface.

Glyzer CE

Silicone-like Sensory



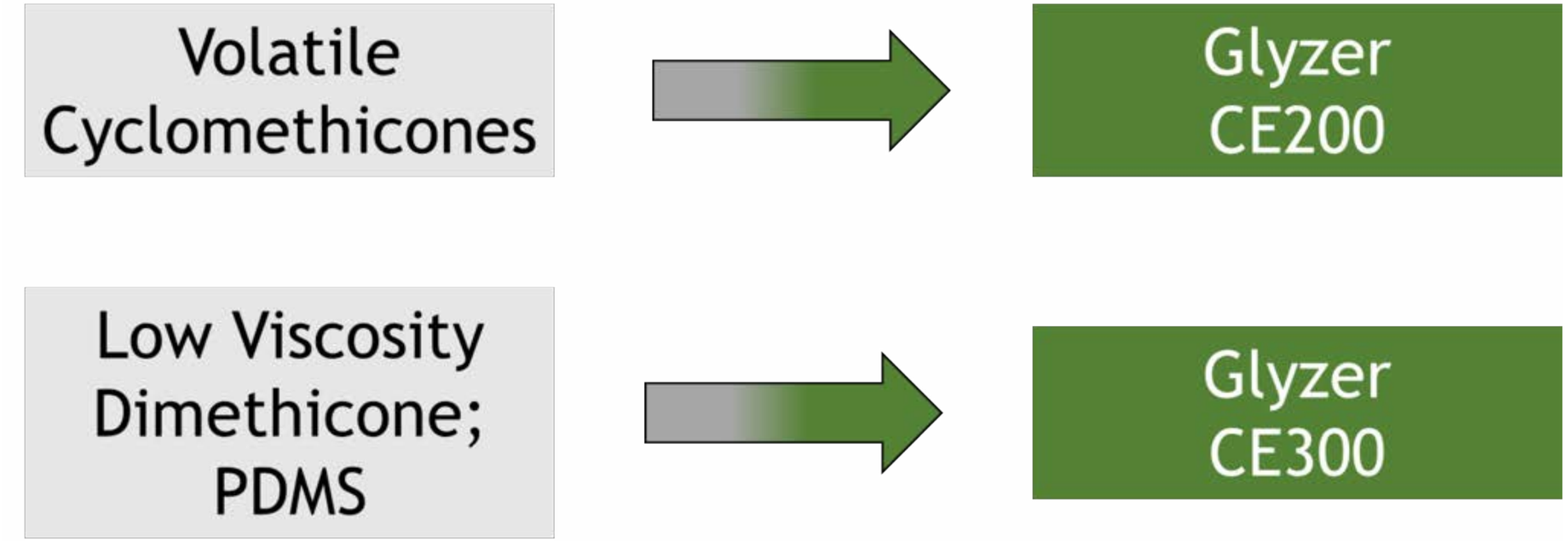
We compared the sensory profile of our esters with cyclopentasiloxane (D5).

Notable Characteristics:

- Luxurious with very light waxiness feel
- Extended playtime; lasts very quickly on your skin
- Almost no stickiness detected
- Silicone-like glide on your skin
- Non-greasy and non-tacky feel

Glyzer CE

Silicone-like Sensory



Glyzer CT200

High Lauric Content for Hair Benefits

Smoothening and Repairing Damaged Hair

Before Application

After Application

The damaged hair strand have open hair cuticles resulting to rough texture. Upon application of **GLYZER CT**, the strand became smooth keeping hair cuticles intact.

Enhancing Hair Shine

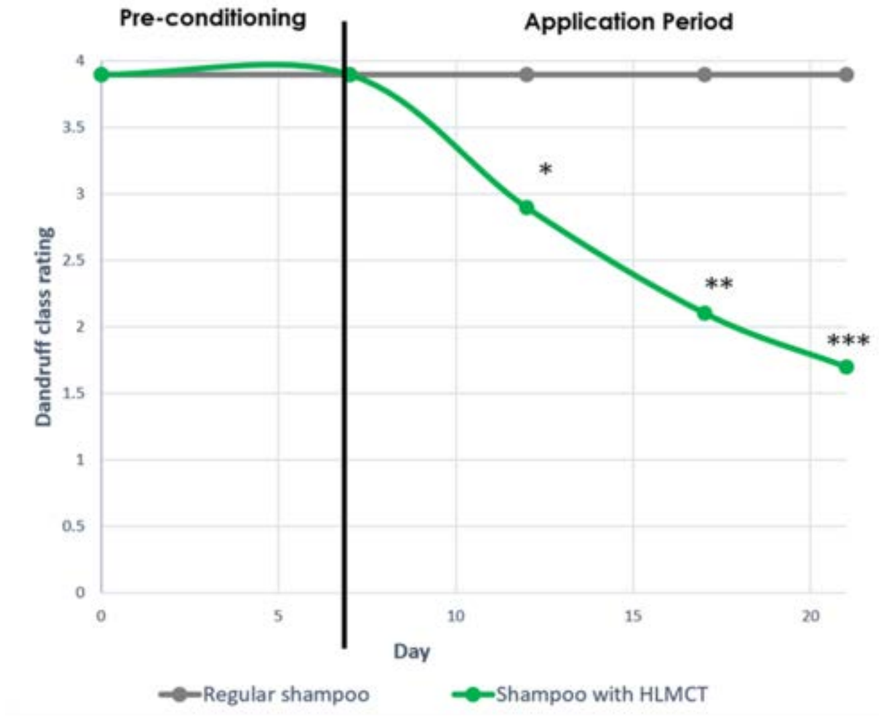
Before Application

After Application

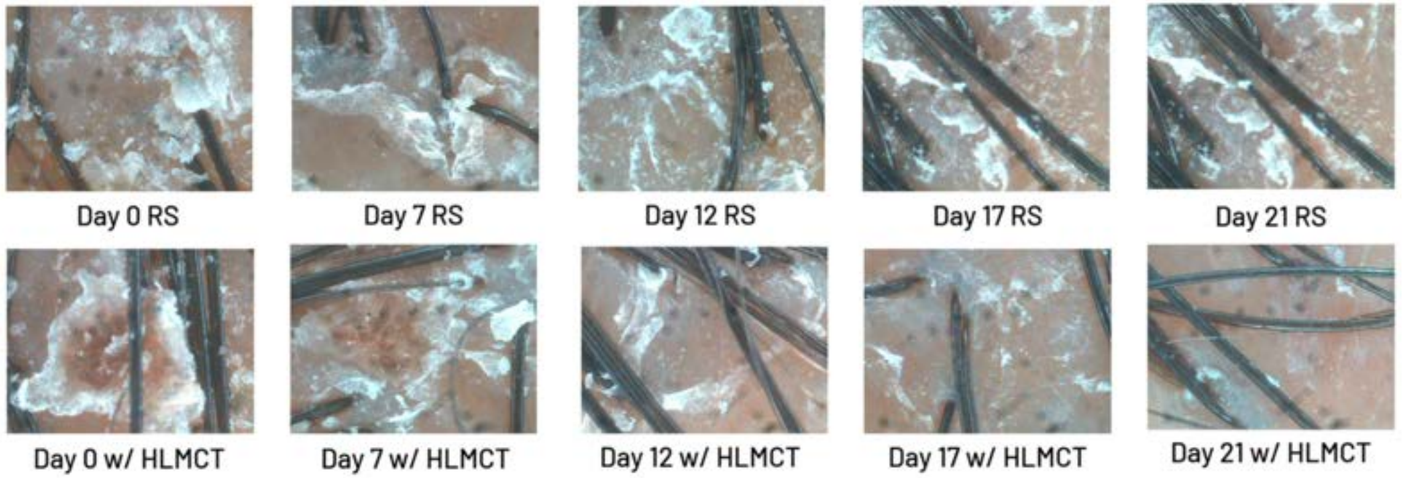
GLYZER CT improves the shine of the hair strands creating a thin-film on each strand.

Glyzer CT200

High Lauric Content for Hair Benefits



14% Glyzer CT200 was incorporated in a shampoo formulation and subjected to split scalp clinical test (n=15) in comparison with a standard shampoo. Over 21 days of testing there is significant reduction of visible dandruff flakes on the scalp and reduced itchiness scores.



SAMPLE FORMULATION

Scalp Moisturizer with SPF30

PHC-PF-23-238

Glyzer CT500, Glyzer CT200

Hair Cream

PHC-PF-24-070

Glyzer CT200, Sufrapure LE, Cocolatum 501, NatPro 8000

Flyaway and Styling Stick

PHC-PF-23-219

Glyzer CE300, Cocolatum 503, NatPro 8000

Thank You!

Your feedback is important to us!

NATURA
AEROPACK
CORPORATION

Clean. Green. Sustainable Ingredients

all from the goodness of coconuts

Mild **SURFACTANTS**

Skin-loving **EMOLLIENTS**

Easy to use **BLEND CONCENTRATES**

Functional **SPECIALTY INGREDIENTS**

Natural · 100% COCONUT · MILD & GENTLE · CRUELTY FREE · ECO FRIENDLY · SUSTAINABLE · COCONUT DERIVED